


BUSINESS RELATIONSHIPS IN WESTERN WISCONSIN

Friday, August 20, 2004

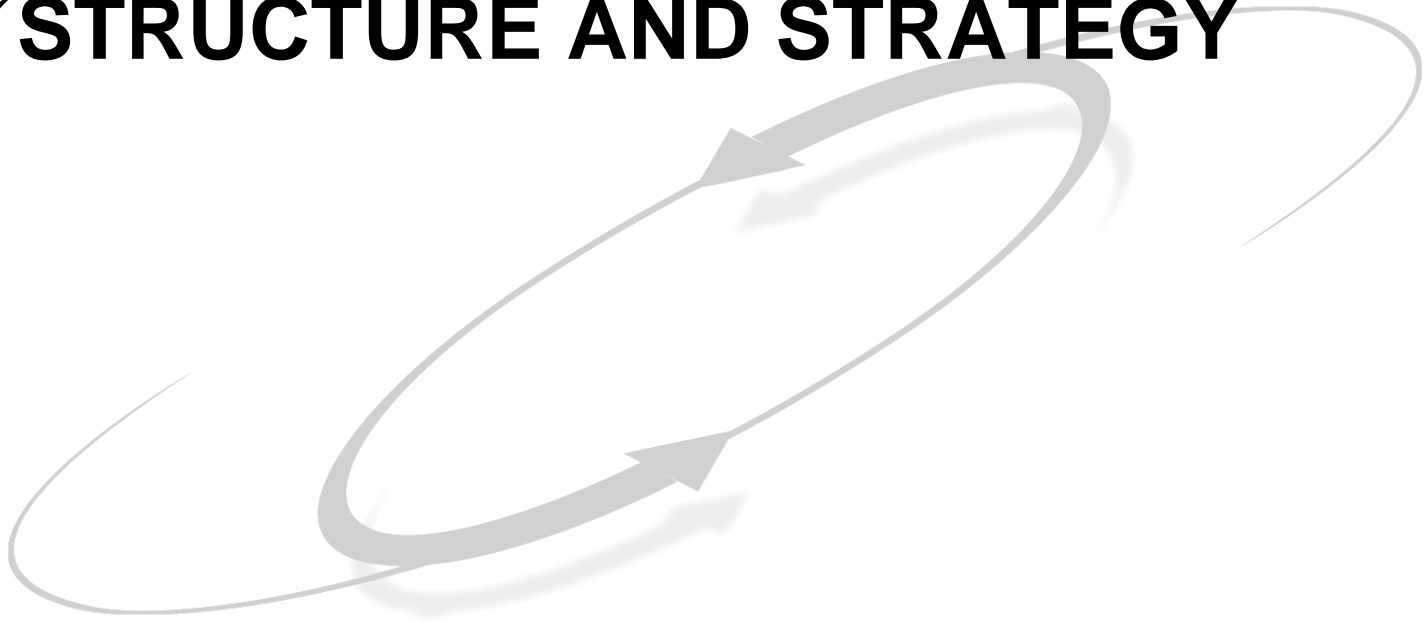
W-2 Contract and Implementation Committee

Presented by:

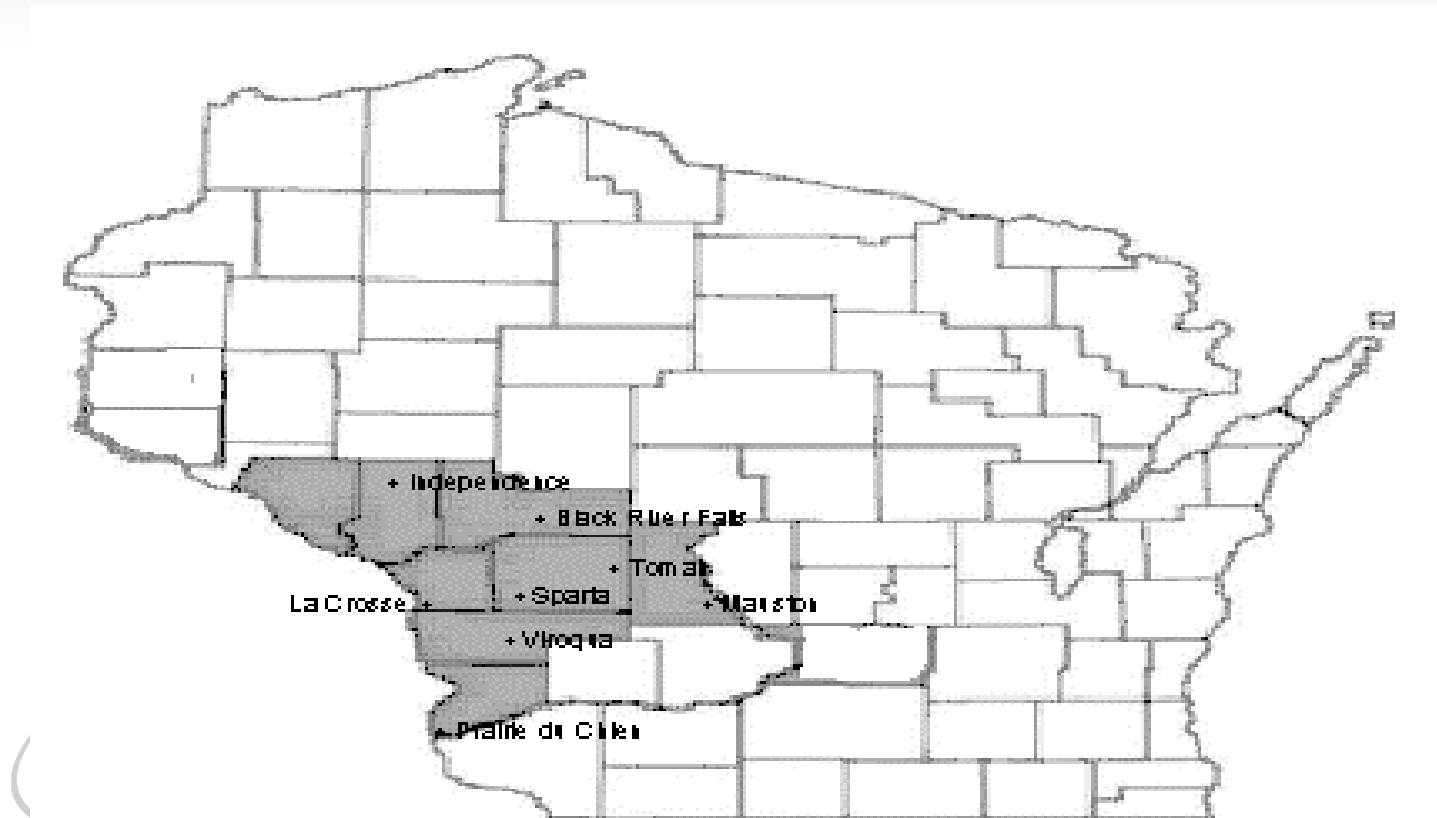
Carol Wagenson, Carmin Trillo and Teresa Pierce

- **STRUCTURE AND STRATEGY IN WESTERN WISCONSIN**
 - **REGIONAL APPROACH TO BUSINESS RELATIONSHIPS**
 - **W-2 WORKSITE DEVELOPMENT**
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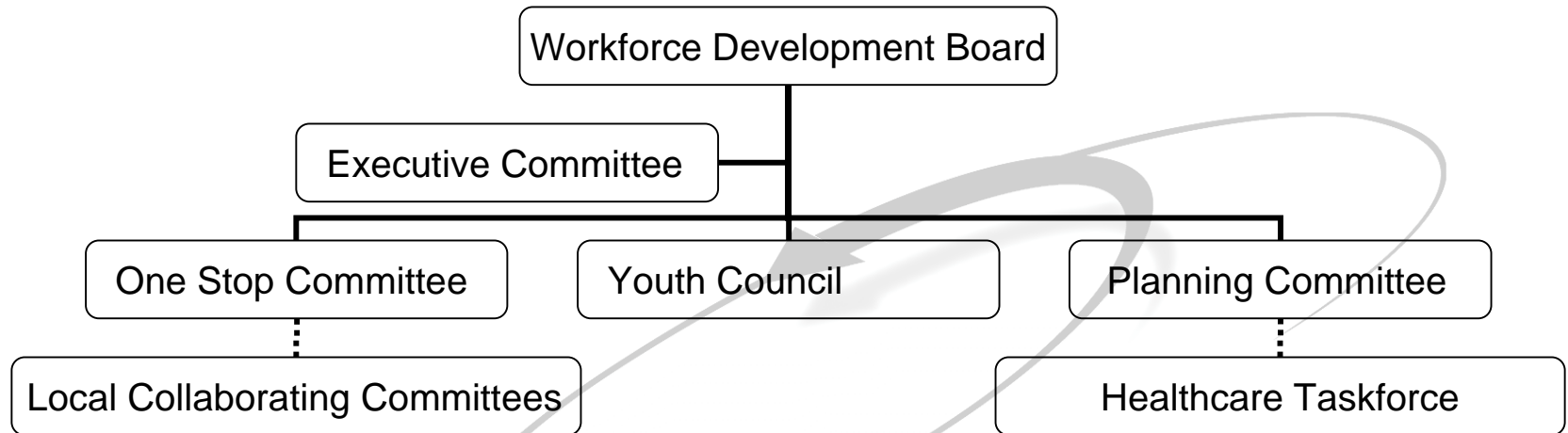
✓ **STRUCTURE AND STRATEGY**



WESTERN WISCONSIN WORKFORCE DEVELOPMENT AREA

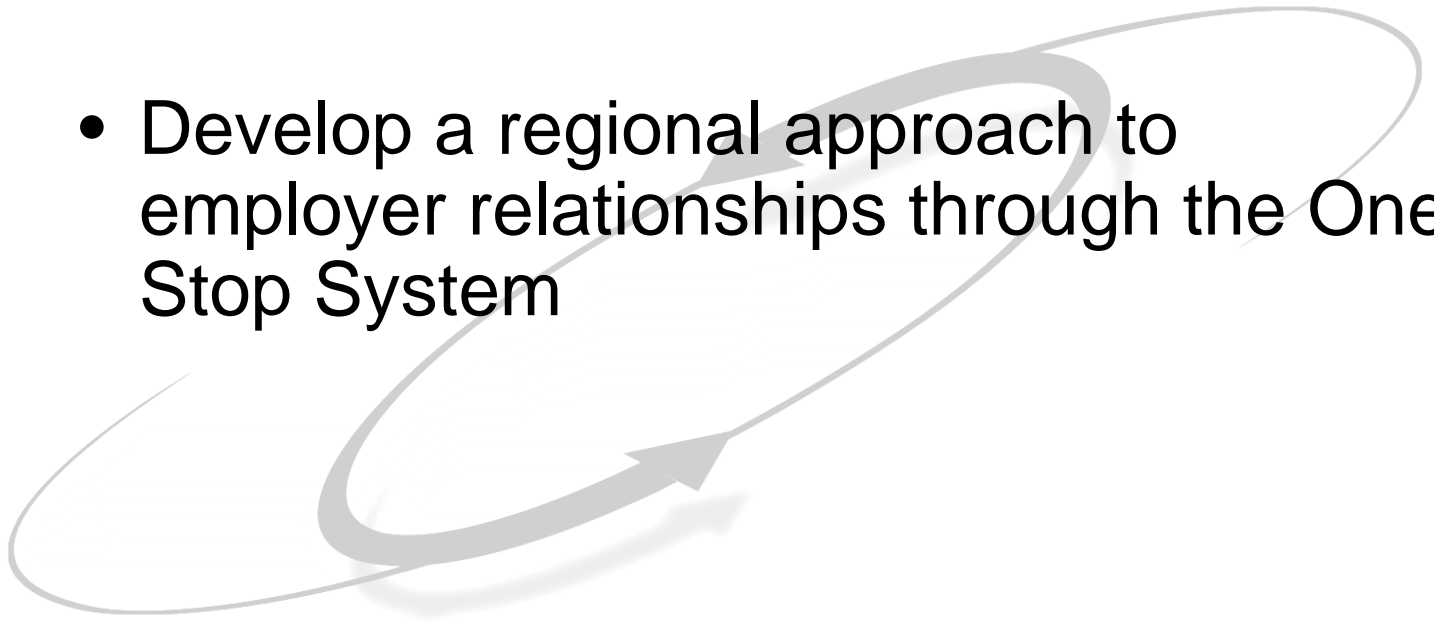


STRUCTURE OF THE WESTERN WDB

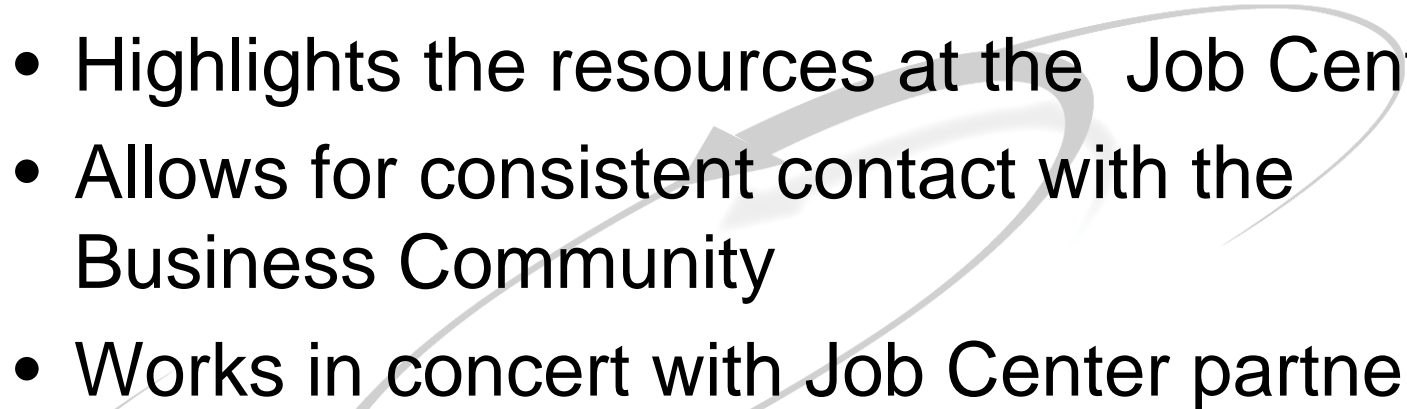


BUSINESS RELATIONSHIP STRATEGY

- Develop a regional approach to employer relationships through the One Stop System



BENEFITS TO A REGIONAL APPROACH

- Maximizes financial resources
 - Highlights the resources at the Job Center
 - Allows for consistent contact with the Business Community
 - Works in concert with Job Center partners
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- **STRUCTURE AND STRATEGY**
- ✓ **REGIONAL APPROACH TO
BUSINESS RELATIONSHIPS**

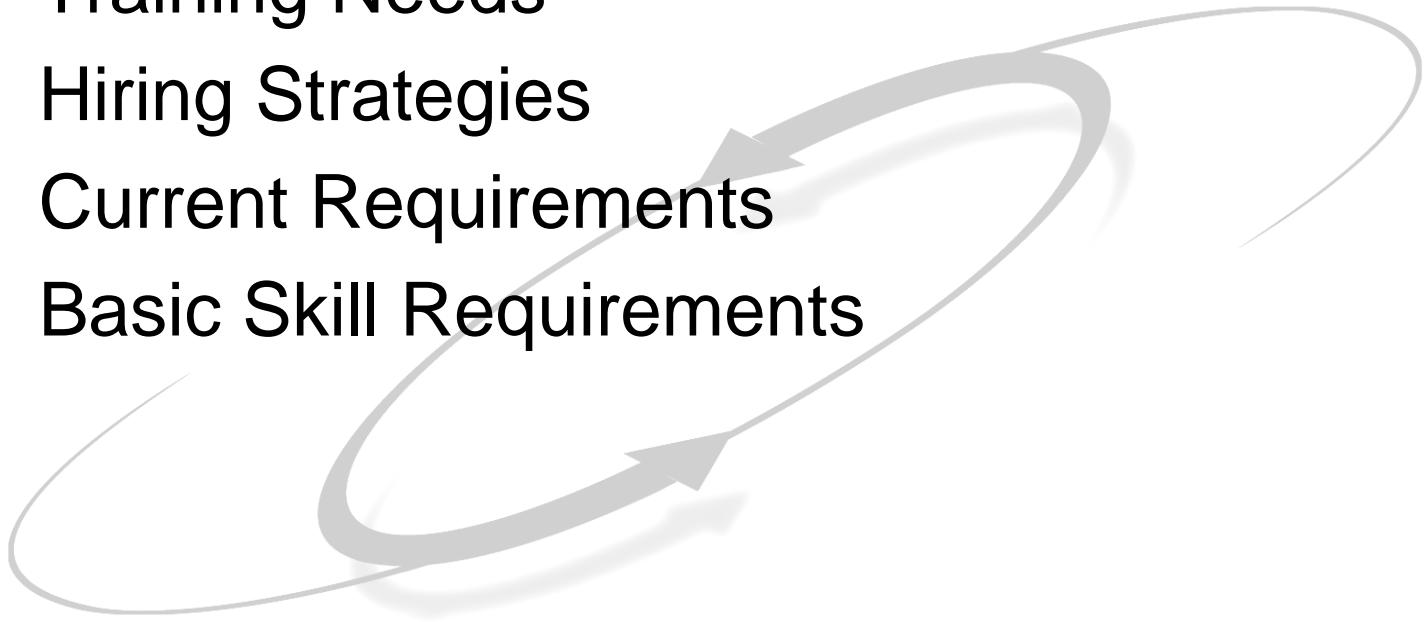


THE APPROACH

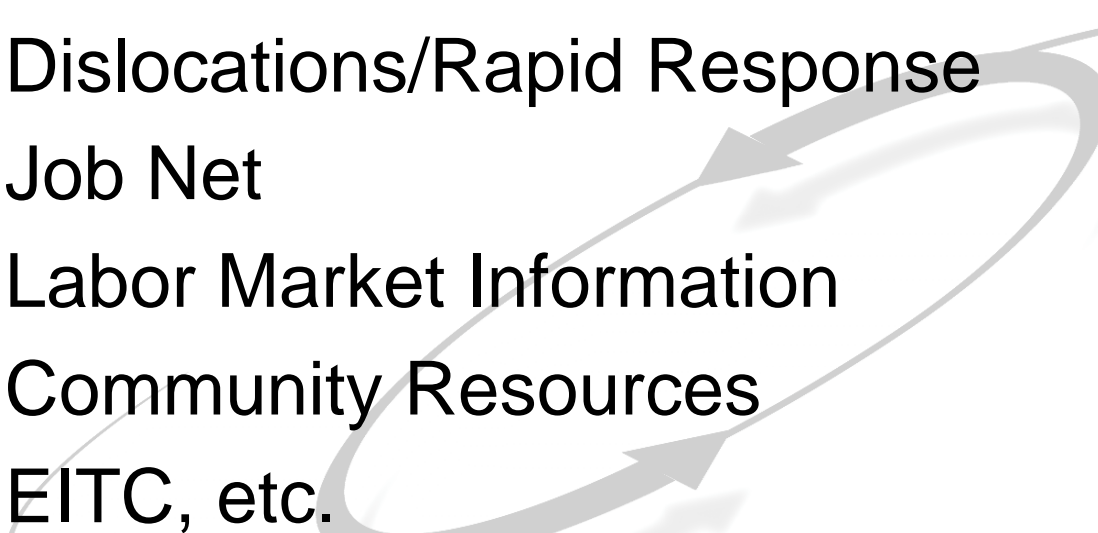
- Call on employers at least quarterly
 - Face to Face Contacts
 - Goal: To Build Relationships
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DISCUSS EMPLOYER NEEDS

- Workforce Issues
- Training Needs
- Hiring Strategies
- Current Requirements
- Basic Skill Requirements



DISCUSS JOB CENTER SERVICES

- Overview of Job Center Services
 - Dislocations/Rapid Response
 - Job Net
 - Labor Market Information
 - Community Resources
 - EITC, etc.
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ACT AS A CONDUIT

- Job Center Partners
 - Department of Commerce
 - Local Economic Development
 - Chambers of Commerce
 - Local Labor Organization
 - Goal: Open the Door to Serve Participants
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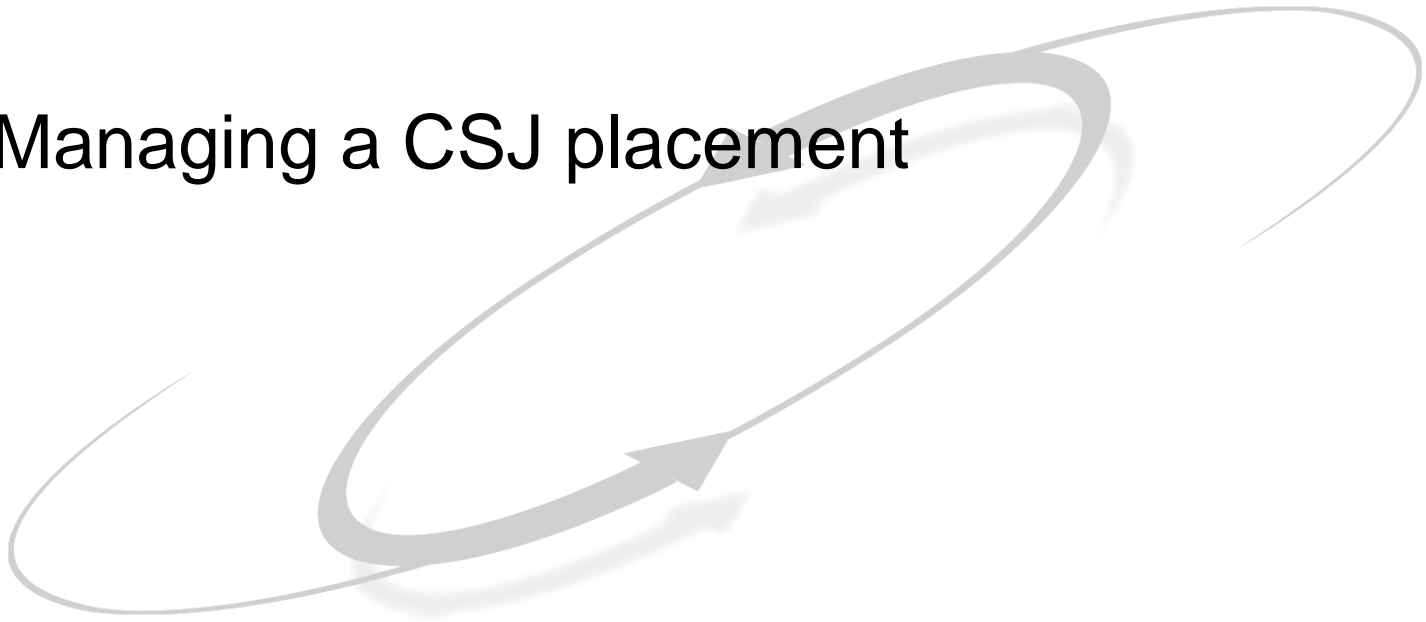
- **STRUCTURE AND STRATEGY**
 - **REGIONAL APPROACH TO BUSINESS RELATIONSHIPS**
 - ✓ **W-2 WORKSITE DEVELOPMENT**
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COMMUNITY SERVICE JOBS

- Structure and variety in CSJ's
 - Targeting and Planning of CSJ Placements
 - Case Management/Monitoring of CSJ's
 - Integration of Job Search Expectations
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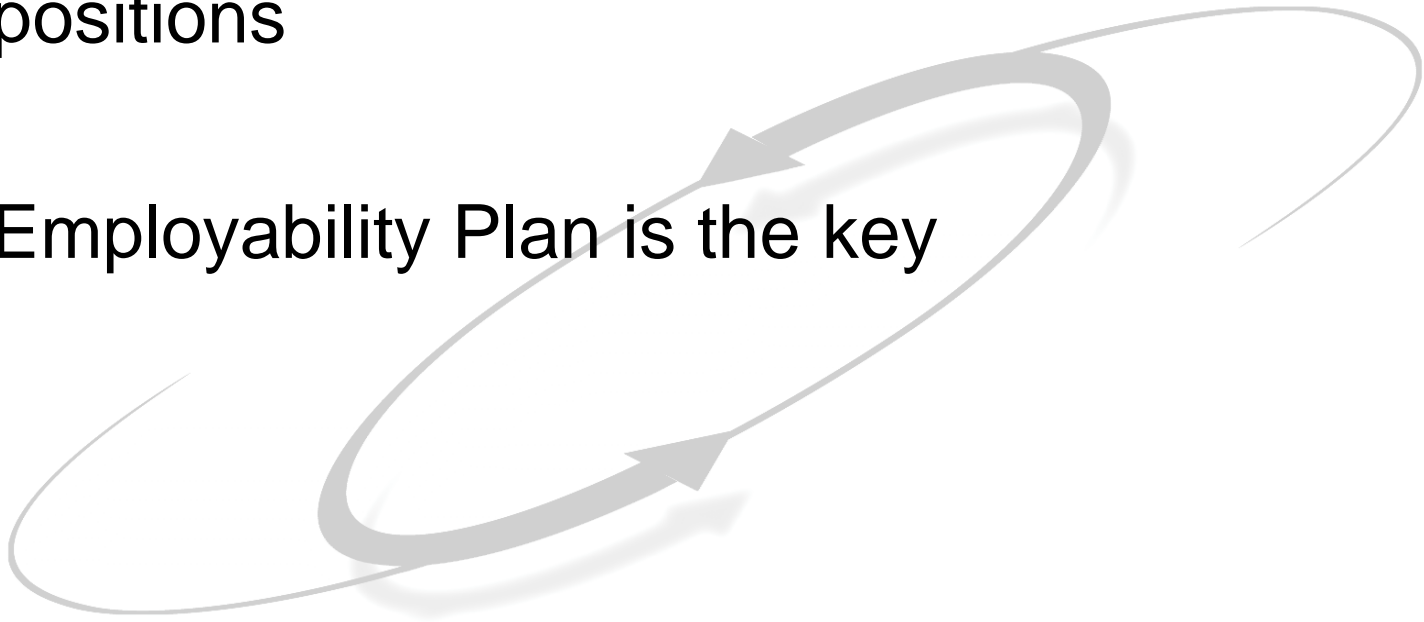
STRUCTURE AND VARIETY in CSJ's

- Developing different types of CSJ's
- Managing a CSJ placement

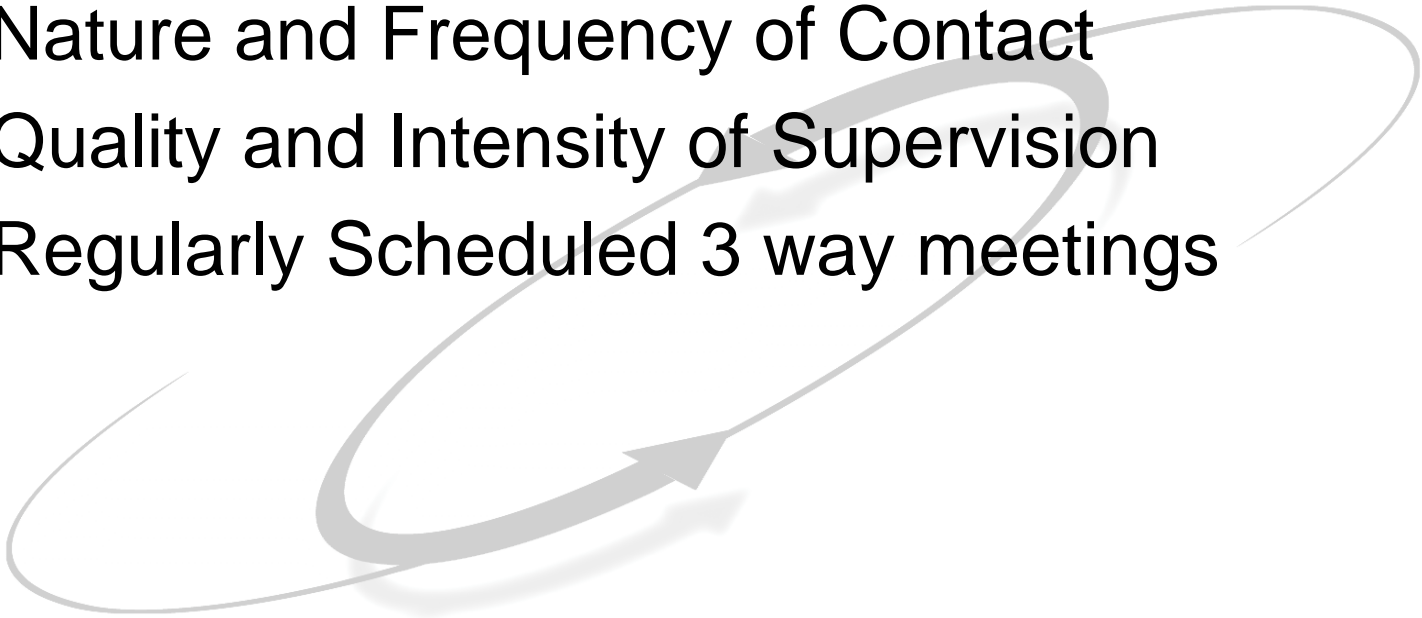


TARGETING AND PLANNING OF CSJ PLACEMENTS

- W-2 Agency Discretion related to placement positions
- Employability Plan is the key

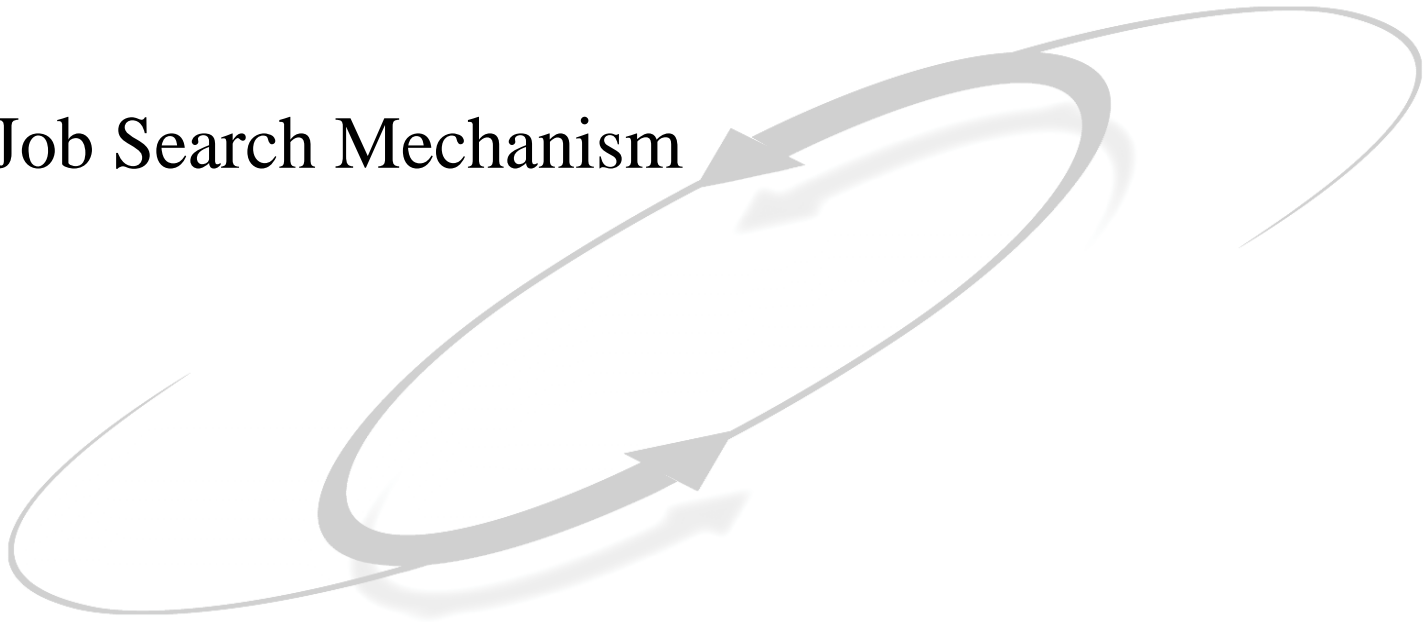


CASE MANAGEMENT/MONITORING

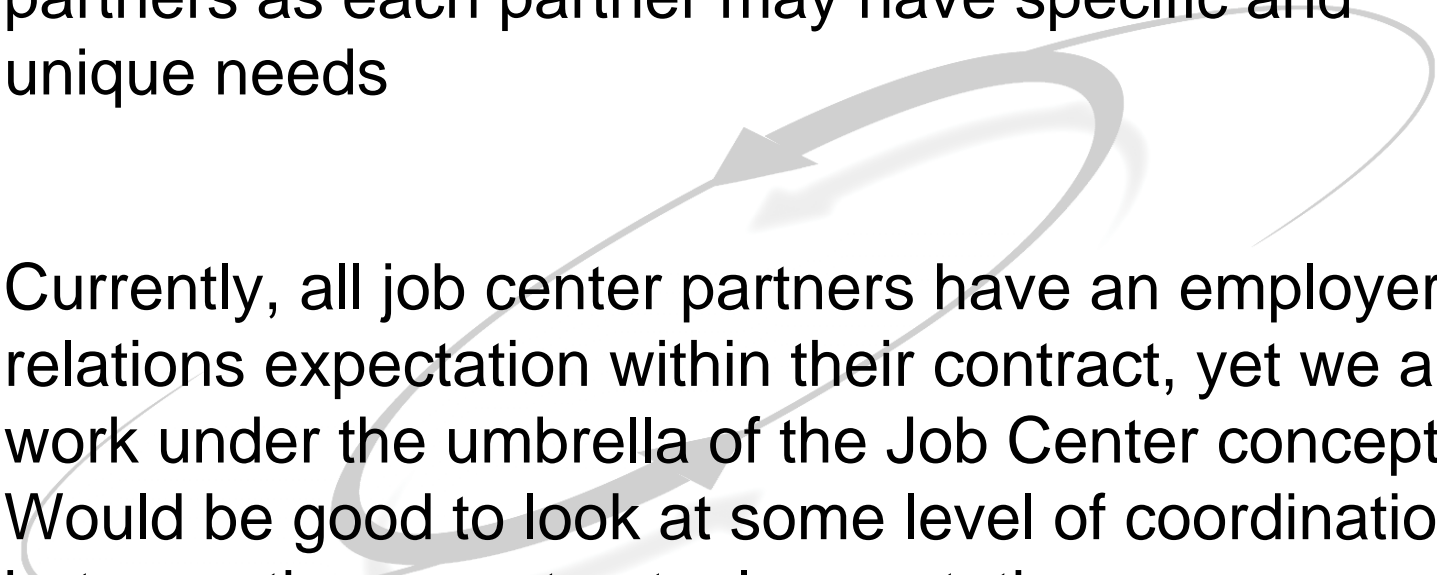
- Participant Engagement
 - Nature and Frequency of Contact
 - Quality and Intensity of Supervision
 - Regularly Scheduled 3 way meetings
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JOB SEARCH EXPECTATIONS

- Links between CSJ and Unsubsidized
- Job Search Mechanism



AREAS OF IMPROVEMENT

- Regional approach may not work for all job center partners as each partner may have specific and unique needs
 - Currently, all job center partners have an employer relations expectation within their contract, yet we all work under the umbrella of the Job Center concept. Would be good to look at some level of coordination between these contractual expectations so we are not overwhelming and confusing employers.
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QUESTIONS?



THANK YOU!

